

ITEM 18. PUBLIC FIGURES

We do not use any public figure to promote our franchise.

ITEM 19. FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its Franchised and/or Franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the disclosure document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

The following is historical financial information concerning the reported annual sales of a subset of our existing outlets operating under the AUSSIE PET MOBILE name, namely those franchisees who were open for business for all of calendar year 2025 (74 franchisees representing an aggregate total of 367 Vans).

A. Annual Sales Levels

The following table shows annual gross sales reported by the 38 franchisees operating 1-3 vans, 14 franchisees operating 4-6 vans, 15 franchisees operating 7-10 vans and 7 franchisees operating more than 10 vans that were in business throughout calendar year 2025. These franchisees represent 100% of the franchisees who were open for all of calendar 2025. Excluded are eight franchises that closed in 2025. All gross sales figures are presented without regard to the size of the territory. Although we currently grant territories that are at least 33,000 households, not all territories are that size. These variations in size arise both because we formerly sold territories of differing sizes and because territories can experience either growth or contraction after a franchise is sold.

These sales results are based upon sales reported to us by the franchisees.

All franchises operating and reported in this Item 19 were operating as Aussie Pet Mobile during the period reported.

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MEASURE	2025	2024	EXPLANATION
Average Sales			
- 1-3 Vans	\$314,387	\$297,456	Equals total sales by all franchisees divided by the number of franchisees. ¹
- 4-6 Vans	\$717,096	\$725,857	
- 7-10 Vans	\$1,230,386	\$1,280,402	
- More than 10 Vans	\$2,089,878	\$1,808,556	
Median Sales			
- 1-3 Vans	\$295,828	\$288,764	Shows mid-point of annual sales by franchisees. ²
- 4-6 Vans	\$750,815	\$721,254	
- 7-10 Vans	\$1,072,618	\$1,156,456	
- More than 10 Vans	\$1,809,690	\$1,680,178	
75 th Percentile			
- 1-3 Vans	\$357,315	\$356,838	Reported sales by the 75 th percentile of franchisees; only 25% of franchisees reported sales higher than this level.
- 4-6 Vans	\$896,161	\$929,718	
- 7-10 Vans	\$1,510,382	\$1,549,107	
- More than 10 Vans	\$2,430,166	\$2,221,224	
Average Sales of Middle 50%			
- 1-3 Vans	\$292,758	\$286,412	Equals the mean (average) annual gross sales of those franchisees whose reported sales levels fell between the top 25% and the bottom 25%. ³
- 4-6 Vans	\$733,828	\$707,301	
- 7-10 Vans	\$1,189,393	\$1,262,162	
- More than 10 Vans	\$1,995,333	\$1,791,332	
25 th Percentile			
- 1-3 Vans	\$232,944	\$223,694	Reported sales by the 25 th percentile of franchisees; only 25% of franchisees reported sales lower than this level.
- 4-6 Vans	\$553,385	\$528,591	
- 7-10 Vans	\$1,035,990	\$1,078,520	
- More than 10 Vans	\$1,743,043	\$1,552,572	

1. Of our franchisees reporting and in operation for all of 2025, 15 or 39% of franchisees with one to three vans had total annual sales that equaled or exceeded the mean sales figure stated. The lowest amount reported was \$41,412 and the highest was \$792,711. Of those franchisees with four to six vans, 8 or 57% had total annual sales that equaled or exceeded the mean sales figure. The lowest amount reported was \$345,855 and the highest was \$1,022,374. Of those franchisees with seven to ten vans, 6 or 40% had total annual sales that equaled or exceeded the mean sales figure. The lowest amount reported was \$635,770 and the highest was \$1,793,504. Of those franchisees with more than ten vans, 3 or 43% had total annual sales that equaled or exceeded the mean sales figure. The lowest amount reported was \$1,437,159 and the highest was \$3,035,878.

2. Of our franchisees reporting and in operation for all of 2025, 19 or 50% of franchisees with one to three vans had total annual sales that equaled or exceeded the median sales figure stated. Of those franchisees with four to six vans, 7 or 50% had total annual sales that equaled or exceeded the mean sales figure. Of those franchisees with seven to ten vans, 8 or 53% had total annual sales that equaled or exceeded the median sales figure. Of those franchisees with more than ten vans, 4 or 57% had total annual sales that equaled or exceeded the median sales figure.
3. The calculation of this average disregards the franchisees that had sales lower than the 25th percentile or higher than the 75th percentile.

B. Leads

For 2025, the following website and Meta leads were generated for our franchisees:

	January 2025	February 2025	March 2025	April 2025	May 2025	June 2025	
Website Leads*	11,974	13,669	16,243	14,882	15,305	15,558	
Meta Leads	2,015	1,734	1,832	2,039	2,161	1,933	
Total	13,989	15,403	18,075	16,921	17,466	17,491	
	July 2025	August 2025	September 2025	October 2025	November 2025	December 2025	Grand Total
Website Leads*	15,192	14,800	14,197	13,612	12,673	13,131	171,236
Meta Leads	1,908	1,768	1,649	1,706	1,795	1,994	22,534
Total	17,100	16,568	15,846	15,318	14,468	15,125	193,770

*Website Leads includes leads from all website sources including Google PPC.

As of the date of this disclosure document, 71 of our franchisees run Google pay-per-click (“PPC”) advertising and 55 of our franchisees run Meta advertising. The lowest Google PPC spend is \$0 per month and the highest is \$3,800 per month. The lowest Meta advertising spend is \$0 per month and the highest is \$1,280 per month.

Some franchisees have earned this amount. Your individual results may differ. There is no assurance you will earn as much.

Written substantiation for this financial performance representation will be made available to the prospective franchise upon reasonable request.

Other than the preceding financial performance representation, Aussie Pet Mobile, Inc. does not make any financial performance representations. We also do not authorize our employees or representatives to make any such representations either orally in or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor’s management by contacting Meribeth Gunn, Vice President,

Aussie Pet Mobile, Inc., 19000 MacArthur Blvd, Suite 100, Irvine, California 92612, (949) 234 0680, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20. OUTLETS AND FRANCHISEE INFORMATION
SYSTEMWIDE OUTLET SUMMARY FOR YEARS ENDING
DECEMBER 31, 2023, 2024 AND 2025**

TABLE NO. 1

OUTLET TYPE	YEAR	OUTLETS AT THE START OF THE YEAR	OUTLETS AT THE END OF THE YEAR	NET CHANGE (+ OR -)
Franchised	2023	75	76	+1
	2024	76	111	+35
	2025	111	167	+56
Company Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	75	76	+1
	2024	76	111	+35
	2025	111	167	+56

*All locations operated under the Aussie Pet Mobile name during the periods of operation under these Item 20 charts.

**TABLE NO. 2
TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS OTHER
THAN BARK & MANE FOR YEARS ENDING
DECEMBER 31, 2023, 2024 AND 2025**

STATE	YEAR	NUMBER OF TRANSFERS
California	2023	1
	2024	0
	2025	0
Colorado	2023	1
	2024	0
	2025	0
Florida	2023	4
	2024	0
	2025	7
Idaho	2023	1
	2024	0
	2025	0
Texas	2023	0
	2024	2
	2025	3
Washington	2023	1
	2024	0